MODERN PURCHASING

SHORTAGES	PAGE	MONTH
WHEN REPAIRING IS BETTER THAN BUYING	54	JANUARY
ALTERNATES CAN BEAT POLY PROBLEM	42	FEBRUARY
WATCHING LONG TERM STEEL SUPPLY	22	MARCH
STRETCHING STEEL SUPPLIES	24	MARCH
STEEL SHORTAGE IS NEVER FAR AWAY	17	JUNE
COAL MAKES A COMEBACK	58	JUNE
RE-USING PLASTICS	39	AUGUST
THE TIME LIMITS OF EARTH'S RESOURCES	28	NOVEMBER
BE CAREFUL WITH SOLAR SYSTEMS	54	NOVEMBER
CONTAINER'S STEEL FLOOR SAID CHEAPER THAN WOOD	29	DECEMBER

MANAGEMENT AND COMMUNICATIONS	PAGE	MONTH
BUYERS FIND 'TOGETHERNESS' PAYS OFF	31	JANUARY
FEDERAL BUYERS ADD TO SUPPLIERS' LIST	48	JANUARY
'SHOW AND TELL' AIDS BUYER AND SELLER	32	MARCH
NON-BUYERS SEEK SUPPLY FACTS	36	MARCH
PMAC CONFERENCE '75	36	APRIL
TEAM EFFORT IMPROVES BUYING SYSTEM	24	JUNE
PMAC CONFERENCE '75	22	JULY
BEWARE OF RESISTANCE TO CHANGE	17	AUGUST
PMAC HAS TOOLS TO AID BUYER'S PROGRESS	21	AUGUST
WORLD MARKET IS NO PLACE FOR AMATEURS	21	SEPTEMBER
THE PRESSURE'S ON PURCHASING	38	SEPTEMBER
STEPPING UP THE PROFITABILITY OF PURCHASING	32	OCTOBER
EQUIPMENT SPECS ARE KEY TO BEST BUY	27	NOVEMBER
SET LEASING POLICY ITEM BY ITEM	16	DECEMBER
MUNICIPAL PURCHASING ROLE EXPANDS	19	DECEMBER

PACKAGING	PAGE	MONTH
PACKAGING FURNITURE	39	FEBRUARY
WAXED CONTAINERS	34	MARCH
HOW OTTAWA SEES PACKAGING & LABELLING ACT	38	MAY
SHOULD PURCHASING HAVE ROLE IN PACKAGING?	28	SEPTEMBER
CUTTING THE TOTAL COSTS OF PACKAGING	18	NOVEMBER
PACKAGING EQUIPMENT TRENDS TO TOTAL SYSTEM	22	NOVEMBER
EQUIPMENT SPECS ARE KEY TO EQUIPMENT BUY	27	NOVEMBER
PURCHASING'S ROLE BEGINS AT DESIGN STAGE	30	NOVEMBER

MODERN PURCHASING

SHORTAGES	PAGE	MONTH
WHEN REPAIRING IS BETTER THAN BUYING	54	JANUARY
ALTERNATES CAN BEAT POLY PROBLEM	42	FEBRUARY
WATCHING LONG TERM STEEL SUPPLY	22	MARCH
STRETCHING STEEL SUPPLIES	24	MARCH
STEEL SHORTAGE IS NEVER FAR AWAY	17	JUNE
COAL MAKES A COMEBACK	58	JUNE
RE-USING PLASTICS	39	AUGUST
THE TIME LIMITS OF EARTH'S RESOURCES	28	NOVEMBER
BE CAREFUL WITH SOLAR SYSTEMS	54	NOVEMBER
CONTAINER'S STEEL FLOOR SAID CHEAPER THAN WOOD	29	DECEMBER

MANAGEMENT AND COMMUNICATIONS	PAGE	MONTH
BUYERS FIND 'TOGETHERNESS' PAYS OFF	31	JANUARY
FEDERAL BUYERS ADD TO SUPPLIERS' LIST	48	JANUARY
'SHOW AND TELL' AIDS BUYER AND SELLER	32	MARCH
NON-BUYERS SEEK SUPPLY FACTS	36	MARCH
PMAC CONFERENCE '75	36	APRIL
TEAM EFFORT IMPROVES BUYING SYSTEM	24	JUNE
PMAC CONFERENCE '75	22	JULY
BEWARE OF RESISTANCE TO CHANGE	17	AUGUST
PMAC HAS TOOLS TO AID BUYER'S PROGRESS	21	AUGUST
WORLD MARKET IS NO PLACE FOR AMATEURS	21	SEPTEMBER
THE PRESSURE'S ON PURCHASING	38	SEPTEMBER
STEPPING UP THE PROFITABILITY OF PURCHASING	32	OCTOBER
EQUIPMENT SPECS ARE KEY TO BEST BUY	27	NOVEMBER
SET LEASING POLICY ITEM BY ITEM	16	DECEMBER
MUNICIPAL PURCHASING ROLE EXPANDS	19	DECEMBER

PACKAGING	PAGE	MONTH
PACKAGING FURNITURE	39	FEBRUARY
WAXED CONTAINERS	34	MARCH
HOW OTTAWA SEES PACKAGING & LABELLING ACT	38	MAY
SHOULD PURCHASING HAVE ROLE IN PACKAGING?	28	SEPTEMBER
CUTTING THE TOTAL COSTS OF PACKAGING	18	NOVEMBER
PACKAGING EQUIPMENT TRENDS TO TOTAL SYSTEM	22	NOVEMBER
EQUIPMENT SPECS ARE KEY TO EQUIPMENT BUY	27	NOVEMBER
PURCHASING'S ROLE BEGINS AT DESIGN STAGE	30	NOVEMBER

EDITORIAL INDEX 1975

	PAGE	MONTH
COMPUTER SERVICE FOR PACKAGE ENGINEERING	36	NOVEMBER
COST ADHESIVES ON END UNITS, NOT PER POUND	18	DECEMBER

PRODUCT FEATURES	PAGE	MONTH
GETTING TO KNOW NEW CUTTING TOOLS	32	JANUARY
EDP AND THE BUYER CAN WORK TOGETHER	36	JANUARY
NATURAL GAS CAR READY FOR MARKET	15	FEBRUARY
THE FORK LIFT FIELD	28	FEBRUARY
SELECTING MATERIALS HANDLING EQUIPMENT	36	FEBRUARY
WAXED CONTAINERS	34	MARCH
GUIDE TO STORAGE SYSTEMS	22	APRIL
COMPUTERS FOR FIRST-TIME USER	15	MAY
ELECTRONICS RESEARCH SLOWS DOWN	30	MAY
GUIDE TO WELDING PURCHASE	41	MAY
METAL DISC BRAKE PISTON REPLACED	64	MAY
GUIDE TO EMERGENCY LIGHTING	67	MAY
PLASTIC POUCH CLAIMS SHELF LIFE OF A CAN	18	JUNE
MAINTENANCE EQUIPMENT	27	JUNE
NUMERICALLY CONTROLLED PRODUCTION EQUIPMENT	34	JUNE
NEW WORLD OF PROBLEMS FOR BUYER AND SELLER	21	JULY
CONTROLLING THE HIGH COST OF MOVING GOODS	26	JULY
CANADA CUSTOMS' COMPUTER FOR CONTROL	33	JULY
POLLUTION EQUIPMENT	35	JULY
PRODUCT '75	27	AUGUST
BUYERS SEEK CONTROL OF SOARING ENERGY COSTS	38	AUGUST
WORD PROCESSING SYSTEMS AND TYPEWRITERS	23	SEPTEMBER
COST REDUCTION IN NEW COPIER MARKET	30	SEPTEMBER
CALCULATOR BOOM ADDS TO BUYERS' PROBLEMS	40	SEPTEMBER
HEAT WELDED FLOORING ENTERS CANADIAN MARKET	19	OCTOBER
'76 CARS	22	OCTOBER
NEW TECHNOLOGY INCREASES NC USE	38	OCTOBER
THE CONFUSION OF COMPUTER SOFTWARE	42	OCTOBER
SWEEPING MACHINES CUT LABOUR COST	45	OCTOBER
NEW SYSTEM TREATS WASTE WATER	15	NOVEMBER
PACKAGING EQUIPMENT TRENDS TO TOTAL SYSTEM	22	NOVEMBER
NEW COMPUTER SERVICE BATTLES SPACE COSTS	36	NOVEMBER
STEEL FLOORS FOR CONTAINERS CHEAPER THAN WOOD	29	DECEMBER

MODERN PURCHASING

HOTLINE	PAGE	MONTH
WHAT ARE YOUR NEW YEAR PURCHASING RESOLUTIONS?	34	JANUARY
WHAT ARE YOUR HIRING RESPONSIBILITIES?	40	FEBRUARY
DO YOUR EVER HOLD SUPPLIER SEMINARS?	30	MARCH
IS MANAGEMENT PAYING MORE ATTENTION TO PURCHASING?	28	APRIL
IS THERE INCREASING USE OF EDP IN PURCHASING?	36	MAY
WHAT HAS BEEN YOUR TOUGHEST TRAFFIC PROBLEM?	32	JUNE
ARE WE BACK TO A BUYER'S MARKET?	30	JULY
WHAT WAS YOUR REACTION TO THE PMAC CONFERENCE?	24	AUGUST
SHOULD PURCHASING HAVE ROLE IN PACKAGE PLANNING?	28	SEPTEMBER
IS LEASING A MORE ATTRACTIVE PROPOSITION?	30	OCTOBER
HAS THE INVENTORY CONTROL SITUATION IMPROVED?	20	NOVEMBER
DO PRICE CONTROLS EFFECT LONG-TERM BUYING?	24	DECEMBER

TAX	PAGE	MONTH
IMPORTANT TAX CUTS	52	JANUARY
TAX ON DAMAGED GOODS	46	FEBRUARY
TAX ON PREMIUM GOODS	41	MARCH
MACHINERY REMISSION	57	APRIL
TARIFF GUIDELINES	43	MAY
HOW TO GET A REFUND	54	JUNE
EXEMPTION PROBLEMS	41	AUGUST
THE PROVINCIAL TAX	42	SEPTEMBER
TAX THREAT FOR GAS GUZZLERS	72	SEPTEMBER
VIEWS SOUGHT ON SALES TAX PROPOSAL	33	OCTOBER
EFFECTS OF CHANGE IN TAX BASE	46	OCTOBER
HANDLING EQUIPMENT	44	NOVEMBER

INVENTORY CONTOL, MATERIALS HANDLING	PAGE	MONTH
EDP AND THE BUYER WORK TOGETHER	36	JANUARY
MAXIMUM USE MAKES COMPUTER PAY OFF	26	FEBRUARY
THE FORK LIFT FIELD	28	FEBRUARY
CARELESS EQUIPMENT CHOICE CAN LEAD TO TROUBLE	36	FEBRUARY
SO HOW COME THE EGGS AREN'T BROKEN	39	FEBRUARY
GUIDE TO STORAGE SYSTEMS	22	APRIL
IS THERE INCREASING USE OF EDP?	36	MAY
CONTROLLING THE HIGH COST OF MOVING GOODS	26	JULY
PLANNING SMOOTHS THE FREIGHT FLOW	32	JULY

EDITORIAL INDEX 1975

	PAGE	MONTH
COMPUTER SYSTEM FOR IMPROVED CONTROL	33	JULY
MATERIALS HANDLING GETS A VOICE	60	JULY
CUTTING THE TOTAL COSTS OF PACKAGING	18	NOVEMBER
HAS THE INVENTORY CONTROL SITUATION IMPROVED?	20	NOVEMBER
HANDLING EQUIPMENT TAX	44	NOVEMBER
MAKE STANDARDS FROM YOUR SPECIALS	22	DECEMBER
LIFT TRUCKS CHEAPER IF DEALER MAINTAINED	37	DECEMBER

OFFICE EQUIPMENT	PAGE	MONTH
COMPUTERS AIMED AT FIRST-TIME USER	15	MAY
COST-CUTTING COPY PRINTER INTRODUCED	16	MAY
GUIDE TO TYPEWRITERS AND WORD PROCESSING SYSTEMS	23	SEPTEMBER
KEY TO NEW-COPIER MARKET	30	SEPTEMBER
CALCULATOR BOOM ADDS TO BUYERS' PROBLEMS	40	SEPTEMBER
THE CONFUSION OF COMPUTER SOFTWARE	42	OCTOBER

ECONOMIC FACTORS	PAGE	MONTH
KEEP AN EYE ON CAPITAL SPENDING	3	JANUARY
FORECAST FOR '75	26	JANUARY
THOSE GOOD SIGNS ARE HARD TO FIND	3	FEBRUARY
STRONG DEMAND FOR STRUCTURAL STEEL	16	FEBRUARY
CANADIAN CONSUMER OFFERS SOME HOPE	3	MARCH
KEEP AN EYE ON LONG-TERM STEEL SUPPLY	22	MARCH
SUMMER DAYS MAY BRING IMPROVEMENT	3	APRIL
FROM ECONOMY TO ETHICS	27	APRIL
FIRST, WE HAVE THE BAD NEWS	3	MAY
BUDGET OFFERS HOPE ON GNP PLUS	3	JUNE
ARAB OIL PRICES SHOW DROP	53	JUNE
END OF THE SLIDE MAY BE IN SIGHT	2	JULY
CHEAPER STEEL UNLIKELY	17	JULY
U.S. HOPES BRIGHTEN CANADIAN FORECAST	3	AUGUST
SLOW BUYING STILL PLAGUES PLASTICS	39	AUGUST
LATEST SIGNS POINT TO MODEST EXPANSION	3	SEPTEMBER
RISE IN COSTS THREATENS RECOVERY	3	OCTOBER
COMPANIES INCREASE SPENDING PLANS	13	OCTOBER
CONSUMERS BRIGHTEN UP THEIR BUYING PLANS	19	OCTOBER
CONTROLS MEAN NEW BURDEN FOR BUYERS	5	NOVEMBER

MODERN PURCHASING

	PAGE	MONTH
THE LIMITS OF EARTH'S RESOURCES	28	NOVEMBER
SLOW FOLLOW-THROUGH ON CONTROLS POLICY	5	DECEMBER

SHOWS AND CONFERENCES	PAGE	MONTH
FURNITURE PACKAGING AND DISTRIBUTION	39	FEBRUARY
MONTREAL DISTRICT OF PMAC MINI-CONFERENCE	27	APRIL
ELECTRONICS RESEARCH SLOWS DOWN	30	MAY
NUMERICAL CONTROL MARKET STEPS UP	34	JUNE
BILL 22: NOT SO TOUGH TO FOLLOW	38	JUNE
DESIGN ENGINEERS FACE 'NEW WORLD'	21	JULY
PMAC CONFERENCE '75	22	JULY
GOVERNMENT STRESSES POLLUTION ROLE	35	JULY
BUYERS SEEK CONTROL OF ENERGY COSTS	38	AUGUST
SLOW BUYING PLAGUES PLASTIC MARKET	39	AUGUST
THE CONFUSION OF COMPUTER SOFTWARE	42	OCTOBER

TRAFFIC	PAGE	MONTH
TRANSPORTATION POLICY IS STILL A MESS	19	JANUARY
NEW INVOICE EASES CUSTOMS BILLING	15	MARCH
WESTERN TRANSPORT TO BE IMPROVED	15	APRIL
UNIT GUARANTEED TO CUT FUEL CONSUMPTION	71	MAY
WHAT HAS BEEN YOUR BIGGEST TRAFFIC PROBLEM	32	JUNE
QUEBEC STALLS URBAN TRANSPORTATION PLAN	37	JUNE
ADVICE ON REDUCING FREIGHT RATES	55	JUNE
PLANNING SMOOTHS FREIGHT FLOW	32	JULY
CANADA CUSTOMS TURNS TO COMPUTER	33	JULY
BUYER'S KNOWLEDGE CAN EASE TRACING PROBLEM	34	JULY
MARCHAND MOVES ON 'TRANSPORT MESS'	13	AUGUST
NEW TRANSPORT CODE FOR DANGEROUS GOODS	65	OCTOBER

PUBLIC BUYING	PAGE	MONTH
HOSPITAL BUYERS IN PMAC PROGRAM	16	MARCH
NOW WASTE CAN BE A WONDERFUL THING	29	MARCH
GROUP HAS $1M PROOF OF SUCCESS	26	MAY
SOME PA'S DON'T LIKE GROUP BUYING	72	MAY
CANADIAN DESIGN EFFORTS STEPPED UP	15	JUNE
REGIONS LOOK AT GROUP BUYING	68	OCTOBER
GOVERNMENT BUYERS SPEED PAYMENT TO SUPPLIERS	16	NOVEMBER
MUNICIPAL PURCHASING ROLE EXPANDS	19	DECEMBER

EDITORIAL INDEX 1975

CONSUMER LEGISLATION	PAGE	MONTH
INVESTIGATORS ADVISE ON MISLEADING ADS	13	FEBRUARY
LABELING PROGRAM WILL AID CONSUMERS	13	MARCH
ANALYST HITS AT APPLIANCE COMPANIES	33	APRIL
AID FOR THE CONFUSED CONSUMER	38	MAY
MAKING A BUSINESS OUT OF LAWSUITS	55	JULY

GENERAL	PAGE	MONTH
LACK OF METRIC MEANS LOSS TO INDUSTRY	22	JANUARY
FLEXIBLE LEASING IS EDGE OVER BUYING	29	JANUARY
BUYERS FIND TOGETHERNESS PAYS OFF	31	JANUARY
MAXIMUM USE MAKES COMPUTER PAY OFF	26	FEBRUARY
ALTERNATES CAN BEAT POLY PROBLEM	42	FEBRUARY
NOW WASTE CAN BE WONDERFUL	29	MARCH
PRODUCT SHOW AIDS BUYER AND SELLER	32	MARCH
LAGGING RESEARCH BOOSTED BY FEDERAL AID	37	MARCH
GOVERNMENT LAUNCHES ENERGY PROGRAM	13	APRIL
FROM ECONOMY TO ETHICS CONFERENCE	27	APRIL
PURCHASE SYNTHESIS PUTS IT TOGETHER	30	APRIL
PURCHASING PROFILE — A CHANGING WORLD	34	APRIL
CODE-SHY BUSINESS MEN WORRY POST OFFICE	29	MAY
CANADIAN DESIGN EFFORTS STEPPED UP	15	JUNE
PLANNING FIGHTS MAINTENANCE COSTS	27	JUNE
VALUE CAN HINGE ON LEASE OR BUY DECISION	31	JUNE
BILL 22: NOT SO TOUGH TO FOLLOW	38	JUNE
GOVERNMENT STRESSES POLLUTION ROLE	35	JULY
PMAC HAS TOOLS TO AID PURCHASING'S PROGRESS	21	AUGUST
THE FUTURES MARKET LOOKS BETTER	22	AUGUST
BUSINESSMEN HAVE VOICE ON COMPETITION LAWS	26	AUGUST
PMAC LENDS HAND IN 'BUY CANADIAN' MOVE	14	SEPTEMBER
WORLD MARKET IS NO PLACE FOR AMATEURS	21	SEPTEMBER
THE PRESSURE'S ON PURCHASING	38	SEPTEMBER
'76 CARS	22	OCTOBER
NEW TECHNOLOGY INCREASES NUMERICAL CONTROL USE	38	OCTOBER
THE LIMITS OF EARTH'S RESOURCES	28	NOVEMBER
CONSTRUCTION BUYING NEEDS CAREFUL PLANNING	34	NOVEMBER
MAKE STANDARDS FROM YOUR SPECIALS	22	DECEMBER
FLEET OWNERS CAN FIGHT FUEL COSTS	38	DECEMBER
SET LEASING POLICY ITEM BY ITEM	16	DECEMBER